

## Message Text

UNCLASSIFIED

PAGE 01 STATE 008876  
ORIGIN XMB-04

INFO OCT-01 ARA-10 ISO-00 AID-05 CIAE-00 COME-00 EB-07  
FRB-01 INR-07 NSAE-00 USIA-15 TRSE-00 OPIC-06 SP-02  
CIEP-02 LAB-04 SIL-01 OMB-01 /066 R

DRAFTED BY XMB:TPDOUGHTY/AA  
APPROVED BY EB/IFD/ODF:FHTHOMAS  
XMB:RDCRAFTON  
ARA/AND:RSPACE  
-----141659Z 044780 /44  
P 141554Z JAN 77  
FM SECSTATE WASHDC  
TO AMEMBASSY LA PAZ PRIORITY

UNCLAS STATE 008876

E.O. 11652: NA  
TAGS: EGEN  
SUBJ: INDEF QUERY ON KUHN-LOEB/EXIMBANK

REFS: LA PAZ 0244 AND 0057

1. EXIMBANK HAS NOT BEEN APPROACHED BY KUHN-LOEB TO ASSIST IN FINANCING HOSPITAL EQUIPMENT. EXIM'S PRELIMINARY COMMITMENT NO. 3893 OF 12-9-76, IS, OF COURSE, TO ASSIST BOLIVIA'S MINISTRY OF HEALTH IN FINANCING PURCHASES OF U.S. EQUIPMENT AND RELATED SERVICES ON TERMS OFFERED BY BANK OF AMERICA ASSISTING AMERICAN MEDICAL INTERNATIONAL. KUHN-LOEB IS AT LIBERTY TO REQUEST PRELIMINARY COMMITMENT FROM EXIMBANK ON SAME TERMS GIVEN BANK OF AMERICA OR ON SUCH OTHER TERMS AS KUHN-LOEB WOULD BE PREPARED TO OFFER IN SUPPORT OF U.S. SALE. HOWEVER, IF EXIM WERE TO COMMIT TO ASSIST IN FINANCING ON TERMS DIFFERENT FROM THOSE ALREADY COMMITTED TO BANK OF AMERICA THE LATTER BANK COULD REQUEST AND OBTAIN AN AMENDMENT TO ITS PRELIMINARY COMMITMENT IF IT BELIEVED THE DIFFERENT TERMS WERE MORE FAVORABLE.

UNCLASSIFIED

UNCLASSIFIED

PAGE 02 STATE 008876

2. IN SHORT, EXIM COULD NOT BE IN POSITION OF COMMITTING PREFERENTIAL TERMS TO ONE SUPPLIER OR ONE FINANCING INSTITUTION OVER ANOTHER.

3. EMBASSY MAY BE REMINDED THAT EXIM'S PC NO. 3893 WAS MADE AFTER MOST CAREFUL RECONSIDERATION OF BANK OF AMERICA'S REQUEST, AND THE LARGE PROPORTION (57 PERCENT) OF U.S. COSTS TO

BE FINANCED BY THAT BANK WITHOUT EXIM'S GUARANTEE WAS IMPORTANT  
FACTOR IN EXIM'S DECISION TO ASSIST IN FINANCING \$13 MILLION  
U.S. COST PROJECT FOR BOLIVIA AT THIS TIME.

4. EXIM DOES NOT KNOW WHETHER KUHN-LOEB IS AWARE OF AMERICAN  
MEDICAL INVOLVEMENT.

5. WHILE EXIMBANK BELIEVES INFORMATION ABOVE COVERS SUBJECT,  
IT MAY BE THAT KUHN-LOEB THINKS IT CAN CONVERT THE 28PCT.  
(\$3.8 MILLION) DIRECT CREDIT TO A PRIVATE SOURCE OF FINANCING  
WITH EXIMBANK'S FINANCIAL GUARANTEE; I.E., A PRIVATE PLACEMENT.  
IN VIEW OF CHANGING MONEY MARKET CONDITIONS, EXIMBANK IS NO  
LONGER PREPARED TO OFFER FINANCIAL GUARANTEES TO INSTITUTIONAL  
INVESTORS. EMBASSY MAY INFORM KUHN-LOEB REPRESENTATIVE OF THIS  
FACT IF APPROPRIATE OPPORTUNITY PRESENTS ITSELF. KISSINGER

UNCLASSIFIED

NNN

## Message Attributes

**Automatic Decaptioning:** X  
**Capture Date:** 01-Jan-1994 12:00:00 am  
**Channel Indicators:** n/a  
**Current Classification:** UNCLASSIFIED  
**Concepts:** MEDICAL EQUIPMENT, HOSPITALS, LOANS  
**Control Number:** n/a  
**Copy:** SINGLE  
**Sent Date:** 14-Jan-1977 12:00:00 am  
**Decaption Date:** 01-Jan-1960 12:00:00 am  
**Decaption Note:**  
**Disposition Action:** n/a  
**Disposition Approved on Date:**  
**Disposition Case Number:** n/a  
**Disposition Comment:**  
**Disposition Date:** 01-Jan-1960 12:00:00 am  
**Disposition Event:**  
**Disposition History:** n/a  
**Disposition Reason:**  
**Disposition Remarks:**  
**Document Number:** 1977STATE008876  
**Document Source:** CORE  
**Document Unique ID:** 00  
**Drafter:** TPDUGHTY/AA  
**Enclosure:** n/a  
**Executive Order:** N/A  
**Errors:** N/A  
**Expiration:**  
**Film Number:** D770014-1238  
**Format:** TEL  
**From:** STATE  
**Handling Restrictions:** n/a  
**Image Path:**  
**ISecure:** 1  
**Legacy Key:** link1977/newtext/t19770150/aaaabroh.tel  
**Line Count:** 77  
**Litigation Code IDs:**  
**Litigation Codes:**  
**Litigation History:**  
**Locator:** TEXT ON-LINE, ON MICROFILM  
**Message ID:** 663671d9-c288-dd11-92da-001cc4696bcc  
**Office:** ORIGIN XMB  
**Original Classification:** UNCLASSIFIED  
**Original Handling Restrictions:** n/a  
**Original Previous Classification:** n/a  
**Original Previous Handling Restrictions:** n/a  
**Page Count:** 2  
**Previous Channel Indicators:** n/a  
**Previous Classification:** n/a  
**Previous Handling Restrictions:** n/a  
**Reference:** 77 LA PAZ 244  
**Retention:** 0  
**Review Action:** RELEASED, APPROVED  
**Review Content Flags:**  
**Review Date:** 21-Sep-2004 12:00:00 am  
**Review Event:**  
**Review Exemptions:** n/a  
**Review Media Identifier:**  
**Review Release Date:** n/a  
**Review Release Event:** n/a  
**Review Transfer Date:**  
**Review Withdrawn Fields:** n/a  
**SAS ID:** 3594529  
**Secure:** OPEN  
**Status:** NATIVE  
**Subject:** INDEF QUERY ON KUHN-LOEB/EXIMBANK  
**TAGS:** EGEN, XMB  
**To:** LA PAZ  
**Type:** TE  
**vdkgvwkey:** odb://SAS/SAS.dbo.SAS\_Docs/663671d9-c288-dd11-92da-001cc4696bcc  
**Review Markings:**  
Margaret P. Grafeld  
Declassified/Released  
US Department of State  
EO Systematic Review  
22 May 2009  
**Markings:** Margaret P. Grafeld Declassified/Released US Department of State EO Systematic Review 22 May 2009